

ROUTING AND RECORD SHEET				
SUBJECT: (Optional)				
FROM: Deputy Director, Foreign Broadcast Information Service		EXTENSION	NO. FBIS-0016/85	STAT
			DATE 9 January 1985	STAT
TO: (Officer designation, room number, and building)	DATE		OFFICER'S INITIALS	COMMENTS (Number each comment to show from whom to whom. Draw a line across column after each comment.)
	RECEIVED	FORWARDED		
1. Associate Deputy Director for Science & Technology Room 6E45 - Headquarters				<p>Attached is a suggested answer to American Satellite Company. Despite their letter we can only assume that they will respond to the RFQ.</p> <p>13/</p>
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Central Intelligence Agency

Washington, D.C. 20505

Mr. John N. Lemasters
President
American Satellite Company
1801 Research Boulevard
Rockville, Maryland 20850

Dear Mr. Lemasters:

Thank you for your letter of 2 January 1985 indicating interest in our INTERNET project. Your experience in a wide range of satellite services should insure a most responsive proposal. As an established common carrier your contribution to the further definition of our project will be indispensable.

Our communications requirement is worldwide with independent studies concluding INTELSAT to be the desirable space segment. Discussions with COMSAT confirmed the requirement to involve a recognized common carrier. The prerequisite to application for transponder lease is meaningful discussions between the common carrier and the foreign PTT. Such discussions are mandatory in order to complete the technical definition of the system and to confirm the costs, which to this point are budgetary estimates. It is premature for the U.S. Government to issue an RFP for acquisition of the entire system.

The current RFP calls for systems engineering services to assist in costing and refining the system definition. You should not infer that it is our intention to procure the system piecemeal. Further, you may rest assured that there will be adequate attention to systems integration and overall management. We look forward to considering your proposal. INTERNET is an exciting initiative and your involvement will enhance your already impressive reputation.

Sincerely,

James V. Hirsch
Associate Deputy Director
for
Science and Technology

DDS&T/FBIS/ [redacted] (9Jan85)

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AMERICAN SATELLITE COMPANY

1 RESEARCH BOULEVARD, ROCKVILLE, MARYLAND 20850-3186 (301) 251-8310



John N. Lemasters
President
Chief Executive Officer

January 2, 1985

Mr. James V. Hirsch
Associate Deputy Director
for Science & Technology
Central Intelligence Agency
Washington, D.C. 20505

Dear Mr. Hirsch:

Subject: RFP-09-85, INTERNET

We have reviewed the subject solicitation documents for the lease of transponder capacity from INTELSAT, and recommend that the RFP as issued be recalled for revision. We feel that it would be a serious mistake to procure the network by elements, and strongly recommend that an established common carrier, having end-to-end responsibility, be specified. Our specific comments are as follows:

1. The RFP requests: (a) delivery of documentation for a space segment lease with INTELSAT; (b) pricing for the U.S. space segment; (c) coordination with the foreign entities; and (d) support of the application process through the decision/award, and administration of the lease. Excluded are the provision, operation and maintenance of the required earth station facilities, and the overall systems integration and management function provided by a common carrier.
2. It is the usual Government practice to procure end-to-end service from a common carrier, with the implementation and management of the total system being the sole responsibility of that carrier. This practice is followed for several reasons. Administration is difficult when several vendors are involved, since the cause of service interruption is usually not obvious, and initiating and coordinating maintenance actions

Page 2

can be a major problem for the user. Similarly, link budget analysis, and specification and procurement of hardware components, should be performed by a single contractor, knowledgeable in the applicable interface characteristics and operational parameters of the several network elements. This latter is especially significant when interoperating with foreign entities employing different standards and protocols.

3. The requirement for complete flexibility in the utilization of overall network capacity necessitates the implementation and operational support of a traffic management center, to ensure effective and efficient control of the network resources. A common carrier experienced in bandwidth reallocation and spectrum sharing, such as furnished by the ASC Flex Stream service, is essential to obtain the user flexibility and usage efficiencies inherent in a well designed satellite network.

4. It is our recommendation that additional time be taken to recall and revise this RFP and to specify that an established common carrier have end-to-end responsibility for the entire system, including foreign earth station provision (via an established PTT equivalent), space segment leasing, FCC licensing, and daily operation and maintenance of the network to specified minimum standards.

5. Recognizing the concern for availability of global beam transponders on INTELSAT in the Atlantic, and the subsequent desire to lease space segment capacity as soon as possible, it is still our considered opinion that the additional delay resulting from the issuance of a revised RFP will not materially affect the ability of a common carrier to obtain the required international satellite capacity when required. The recent FCC decision to allow competing international satellite services, as well as other factors, will have the effect of "freeing-up" adequate capacity.

6. The American Satellite Company has extensive experience in the design, implementation, and operation of a wide range of satellite services. We currently supply services which utilize INTELSAT and Anik space segments, and have worked with our foreign counterparts

Page 3

to design and specify earth station and hardware components for assured interoperability. It is from this background and experience that we feel obligated to make this recommendation, and sincerely believe that it is in the best interest of the Government.

We would appreciate your comments to this recommendation at your earliest convenience. American Satellite is prepared to assist you in achieving your objectives. If you have any questions, please call Mr. Verne Stelter at (301) 251-8393, or myself at (301) 251-8310.

Sincerely,

A handwritten signature in dark ink, appearing to read "John N. Lemasters", written in a cursive style.

John N. Lemasters

JNL/sch